INFORMATION
ACCESS
COMPANY

362 Lakeside Drive
Foster City, California 94404
415/378-5000

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January 26, 1990

Richard Schauffer
Point Foundation
27 Gate 5 Road
Sausalito CA 94965

Dear Mr. Schauffer:

We initially sent the attached proposed contract to Ms. Cindy Craig at your organization, but it was returned to us marked "addressee unknown". After calling your organization, we verified that you are the appropriate contact.

I apologize for the delay. Please contact me if you should have any questions.

Sincerely,

Paula Scallan

Paula Scallan
Publisher Relations Supervisor

enc.

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REGISTERED MAIL --- RETURN RECEIPT REQUESTED

Dear Mr. Schauffer:

Information Access Company began in 1977 with only 10 employees and one microfilm index product. Our first full-text microfilm collection product, Magazine Collection^{tm} was introduced in 1982 and had about 150 publishers participating.

Thirteen years later, Information Access Company now employs over 400 people. The Company produces three full-text microfilm products and fourteen full-text databases. IAC online databases are distributed through the computer facilities of six online vendors. Information Access Company plans to introduce its first full-text CD-ROM product this year. In 1989 alone, Information Access Company has added over 400 publishers and about 700 titles, bringing its total of full-text rights licenses to over 2,700.

Information Access Company would like to continue the trend of prompt and efficient royalty payments to publishers. However, because of the increased number of publishers, the addition of full-text, and the varying royalty payment dates in agreements with publishers, this has become increasingly difficult. Information Access Company has increased its manpower and developed an automated system to help ensure the accuracy of payments to publishers. As a result, Information Access Company feels that it's necessary to consolidate all royalty payments to all publishers, for all media, to a semi-annual basis. This payment schedule already applies to most of our publishers. Therefore, effective January 1, 1990, the following royalty schedule will be implemented for all publishers and all media:

> Within 60 days after each June 30 and December 31, Information Access Company shall pay you the amount due to you under your licence agreement(s) with IAC for the six-month period ending on each such date. Each such payment shall be accompanied by a statement detailing the basis of payment.

If you fail to object in writing to the foregoing royalty payment schedule within 10 working days of receipt of this letter, such schedule will be deemed approved by you.

If you have any questions, please don't hesitate to contact me at 415-378-5200.

Sincerely,

Christine J. Carbone

Christine J. Carbone
Director of Publisher Relations.